

THE

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THE AMERICAN BOOK TRADE JOURNAL

WITH WHICH IS INCORPORATED

The American Literary Gazette and Publishers' Circular.

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NEW YORK, February 28, 1914

WHOLE No. 2195

A DAY—AND FRIDAY AT THAT!!!— with a "Six Best Seller"

JOBBER No. 1 writes: "Please, if possible, ship the balance of our order today or we will be out of stock. You will be *glad* to know that——— is our best seller this month." **Q**JOBBER No. 2 writes: "Please rush balance of our holding order and enter our order for 2500 additional copies." **Q**JOBBER No. 3, thru salesman: "Where is our stock of———? The third best seller with us for January. February records not made up." **Q**ONE RETAILER, Philadelphia: "Please rush us 250 copies, Saturday's boat, *sure*." **Q**ONE RETAILER, Boston, phones: "Please ship the balance of our order." **Q**EDITOR of KENTUCKY NEWSPAPER: "Please advise us what arrangements we can make for serial publication." **Q**EDITOR KANSAS NEWSPAPER: "I want you to see what we are doing with———. Every man, woman and child in Kansas should read it!" **Q**SWEDISH PUBLISHER cables for foreign rights. **Q**PUBLICITY MANAGER, big department store, Ohio: "You will be interested to see what we are doing with your wonderful book." **Q**PUBLISHER'S SALES MANAGER, (heated telephone talks with head of manufacturing department): "Why can't you get that next edition thru?" **Q**HEAD of publisher's ORDER DEPARTMENT (a dozen phones to the bindery): "Where is our stock? Can't you *rush* these orders?"

! And So It Goes !

Of Course,
the Book
is



POLLYANNA,
The *Glad* Book

(155th
Thousand)

Trade-Mark

And the most astonishing thing is that here it is more than a year since publication! The 1913 sales were 110,000. We believe that the 1914 sales will be more than double that number.

Let's all be *GLAD*!

PUBLISHED
BY

The Page Company

53 BEACON ST.
BOSTON

Don't Forget
To Make a Window Display
of
Diane of the Green Van
on
Publication Day—Saturday, March 7

This is
The Big Book
of the Season
Over 70,000 Copies Sold
when we placed this advertisement
(Feb. 23.)



**Corking Posters—Portraits of Miss Dalrymple—
Extra Jackets—Furnished Free**

"Diane of the Green Van" will be heavily advertised. We have already placed orders for full-page ads in leading magazines for March and April with a circulation of over Six and one-half million.

Every mail is bringing orders and commendations from dealers who have read advance copies of "Diane." If you have not ordered, do so at once,

Of your Jobber, or

Publishers **The Reilly & Britton Co.** Chicago

Owing to the action of the Post Office Department, in ruling that our prize offer for the best window display of "Diane of the Green Van" is contrary to the postal laws and regulations, and that the advertisement of such offer renders the periodical containing such offer un-mailable, as set forth by *THE PUBLISHERS' WEEKLY* on the editorial page in this issue, we hereby withdraw said offer of prizes.

THE REILLY & BRITTON CO.



**NOTICE 1
TO THE TRADE
CONCERNING
OVERLAND RED**

Overland Red

Sturdy manhood, the embodiment of daring and fair play with never failing devotion to truth and honor—such is the theme of this new novel of the Western plains.

Overland Red

Ex-sheriff, hobo, miner and dead shot—in him, with simple philosophy, are strangely blended unfaltering courage, rugged strength and a deep sentiment and affection crudely but tenderly expressed. "The Rose Girl" (as Overland calls Louise) and the cowboy Collie, for whose love no self-sacrifice was too great, will remain in your memory long after the book has been finished and laid aside.

As a clean, high-minded story of adventure, it will be difficult to find a better book than OVERLAND RED.

N. B. In our second notice next week we will tell you something of the author of OVERLAND RED.

HOUGHTON MIFFLIN COMPANY

TWO IMPORTANT MARCH NOVELS



By CHARLES SHERMAN

Author of

*He Comes Up Smiling,
Etc., Etc.*

A WISE SON

The sparkling humor which radiated throughout the pages of Sherman's two previous books is again apparent here. The quick, invigorating action which caused the other two tales to move so rapidly is here to set this tale agoing.

Frontispiece. \$1.25 net

By JAMES OLIVER
CURWOOD

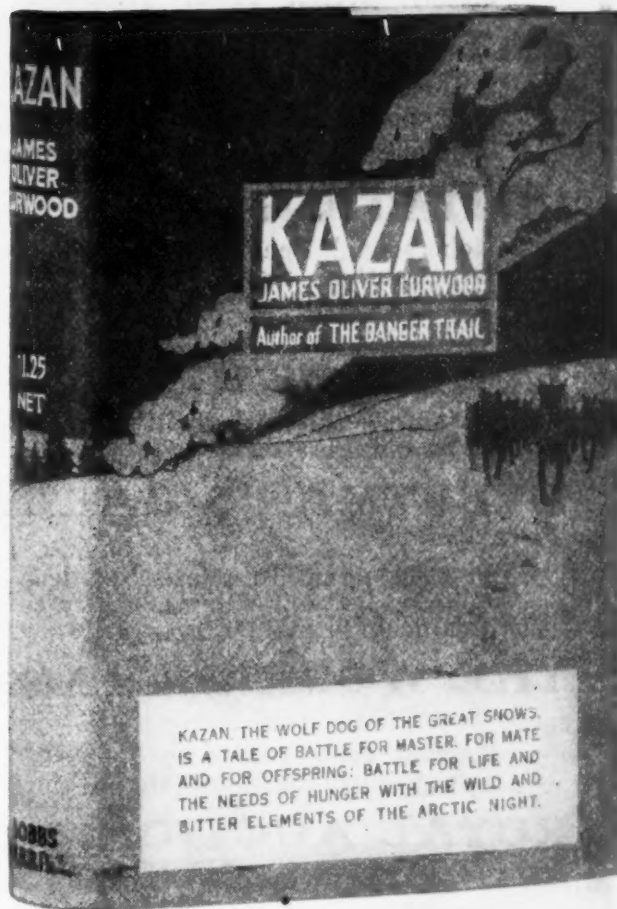
Author of

The Danger Trail

KAZAN

Kazan, the wolf-dog of the great snows, is a tale of battle for master, for mate and for offspring; battle for life and the needs of hunger with the wild and bitter elements of the Arctic night.

Illustrated. \$1.25 net



NEW YORK
Union Square

THE BOBBS-MERRILL COMPANY
(All shipments made from New York)

INDIANAPOLIS
University Square

Here is a list of the new books published by us on February 27, and a statement of our reasons for believing that the public will buy them.

DODD, MEAD & COMPANY

Fourth Ave. and 30th Street
New York

THE PRIMAL LURE

By V. E. Roe

Miss Roe writes stories of the wilderness, of lumbermen and trappers, which are lifelike, strong and gripping tales. "The Primal Lure" is along the line of "The Maid of the Whispering Hills," which was far from being an unsuccessful novel. *Illustrated. 12mo. \$1.30 net.*

THE MAKING OF AN ENGLISHMAN

By W. L. George

W. L. George is a very clever young Englishman whose name is every year better known in this country, and who is some day going to attain to the rank of such writers as Galsworthy, H. S. Wells and Arnold Bennett. *12mo. \$1.35 net.*

A PILLAR OF SAND **By William R. Castle, Jr.**

William R. Castle, Jr., is a young Bostonian, formerly a professor at Harvard, who has unusual qualifications for the career he has picked out for himself—that of a novelist. "The Green Vase," his only previous novel, was a distinct success. *12mo. \$1.30 net.*

PATRICIA PLAYS A PART

By Mabel Barnes-Grundy

One of those bright, clean, clever stories with an attractive heroine that a bookseller can always safely recommend. *12mo. \$1.35 net.*

INITIATION

By Robert Hugh Benson

Robert Hugh Benson is one of the three brilliant Benson brothers, the others being authors respectively of "Dodo" and "From a College Window." There is a steady demand for Robert Hugh Benson's vigorous novels. *12mo. \$1.35 net.*

JAPAN'S INHERITANCE **By E. Bruce Mitford**

"Wanted—the truth about Japan," says the author. And he gives it. *With maps and illustrations. 8vo. \$3.00 net.*

EVERYMAN'S GARDEN EVERY WEEK

By Charles A. Selden

Practical advice to amateur gardeners. In the Spring the old man's fancy (about 1,000,000 of him), lightly turns to thoughts of gardening. Sell him a gardening book. *12mo. \$1.25 net.*

THE WORKINGMAN'S CHRIST

By Craig S. Thoms

A great many people are interested in bringing the workingman and the church closer together. Here is the book for them. *12mo. \$1.25 net.*

**ROYAL AUCTION BRIDGE UP-TO-DATE
INCLUDING NULLOS**

By H. P. Clark

Mrs. H. P. Clark, one of the most successful teachers of bridge in New York, has written several books on bridge which have met with popular favor. *Bound in red silk, flexible covers. 16mo. 60 cents net.*

The Publishers' Weekly

FOUNDED BY F. LEYPOLDT

February 28, 1914

The Editor is not responsible for the views expressed in contributed articles or communications.

Publishers should send books promptly for weekly record and descriptive annotation, if possible, in advance of publication.

For subscription and advertising rates see first page of Classified Advertising.

"I hold every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto."—BACON.

"FAIR USE" IN QUOTATION.

THE question of the legal limits of "fair use" is always a perplexing one. To delimit so far as possible the debatable boundary line the Council of the British Publishers' Association have adopted a ruling which is suggestive. Having Section 2 (iv.) of the British Copyright Act of 1911 under discussion, the Council came to the conclusion that it will be to the interest of every one concerned if any publisher proposing to make use of copyright matter in a school book in accordance with the provisions of the Act, gives notice of his intention to the owner of the copyright.

The council consider that vexatious litigation may be avoided if there is a general understanding as to what constitutes a "short passage" from a published literary work, and they have resolved to recommend as follows:—

1. That a "short passage" from a prose work should not exceed one thousand words.
 2. That a "short passage" from a poetical work should not exceed one hundred lines.
- Provided that a "short passage" should not in either case contain more than one third of the complete poem, essay, address, story or other literary work from which it is extracted. The Society of Authors have approved the foregoing resolution.

REPORTS from Washington as to what Congress intends to do on the subject of net prices continue as contradictory as ever. On February 12th Representative Stevens of New Hampshire introduced a bill definitely and in terms legalizing price maintenance. But bills are easy to introduce and hard to pass. On the other hand the anti-trust measures being considered in committee are reported to contain definite prohibitions of price maintenance. But no one seems to have seen the text of these alleged prohibitions.

One newspaper report has it that the arguments appealing most strongly to Congress are that the abolition of net prices would work havoc with the advertising of the general magazines and that Congress has it "in" for the magazines—but this obsession of Congressional animosity seems, on investigation, to be confined largely to the said general magazines. Another report has it that many Congressmen believe that only department store and mail-order house price-cutting can ensure that competition that is "the life of trade" and the salvation of the consumer. This is a general misconception which only further education in certain fundamental principles of business economics can correct.

WE are obliged, under ruling of the post office authorities, to withdraw and cancel the advertisement, printed on page 595 in the last issue of the PUBLISHERS' WEEKLY, because it embodied a prize competition of a sort which had previously been ruled out by the Assistant Attorney General for the Post Office Department. The previous case was one in which a manufacturer of railway supplies offered a similar prize for window-dressing, to be decided by a committee from representative railway periodicals, so that the precedent was exact. In view of the three *dies non* intervening, so that no appeal could be taken or reprint made of that number until Tuesday, the post office authorities at New York consented to the mailing of the number on the specific pledge from the PUBLISHERS' WEEKLY that the cancellation and withdrawal would be made in this issue. We will express later our views on this matter, but in fairness to the New York post office we should state that their course was made necessary by the precedent established.

It is always a pleasure for a trade journal to receive, and a gratification to print, contributed articles as well reasoned, as clearly expressed, as sanely inspirational as Mr. Mumford's paper on "Selling Children's Books," which is reprinted elsewhere in this issue. It adopts a high standard, to be sure, but never fails to make that standard a practical one, meeting everyday trade conditions. "If every bookseller"—to paraphrase Mr. Mumford's concluding paragraph—"took his own enlightened view of the children's books he sells, it would not be long before the book store was recognized along with the school and the library as an educational institution that the town could not afford not to support."

SELLING CHILDREN'S BOOKS.

BY E. W. MUMFORD, OF THE PENN PUBLISHING COMPANY.*

It is not an easy job to sell juvenile books. Some stores seem to make the same mistake that is usually made in our public schools, which commonly give the care of the younger children to the teachers of least experience. The exact reverse ought to be the case both in schools and in stores, and for the same reason: namely, that it is important to get people started right.

To sell children's books is a task requiring appreciation, enthusiasm, and courage—appreciation of the books themselves, a well grounded enthusiasm in judging the customer and presenting the books, and courage to tell the truth about them.

APPRECIATION OF THE BOOKS.

The bookseller says despairingly, "It is not possible for us to know all the books." This must be granted, but every bookseller can know some children's books well, and a few more every month if he will, and a great many in the course of a year, provided he studies the problem from a consistent point of view.

It often irritates the bookseller to suggest that the library point of view is worth understanding. The library and the bookstore, of course, can never approach the subject the same way, but they ought to understand each other better, and they can help each other a great deal if they will.

It is worth while for the bookstore at least to know which children's books in a given field are approved by library authorities, and why. It does not follow that the bookstore will stock all of those books, but it should understand the point of view, and be prepared to make use of it.

The chief thing that the library can teach the bookstore is that every book is an individual problem. Isn't it true that in the trade we often group together too roughly books that have the same size, general appearance and price? The fact is that some high-priced books are being written to-day by writers who not long ago were turning out half-dime novels, and whose newer product is not very different in quality.

If you hear that the public library has thrown out Alger or Castlemon or some modern author with a big following, make it your business to know why. It does not follow that your store will at once throw out these books. A bookstore can not be so strict as a library in its selection of stock. But to know why the library does not like the books is knowledge, and that pays.

Those who wish to make a careful study of children's books will find useful the selected lists prepared from time to time by the good public libraries, such as the State Library at Albany, the one here in New York, the Boston Public Library, the Carnegie Library of Pittsburg, etc. The customer who does not know these lists himself, will often be glad to learn of them through you, and will be impressed by your knowledge of them.

*From an address recently delivered before the Booksellers' School, New York City.

We ought to judge children's books as we do people. Try not to be fooled by appearances, but to dig a great deal deeper than the cover. A lively but shallow lad does not fool you long. You lose interest when you find that he is not genuine and can not be trusted. On the other hand you can think right now of several solid youngsters whom you respect more every time you see them, and you will have no trouble in naming their good, solid, dependable traits.

Should we not apply just this kind of a test to children's stories? Probably none of you has to be told the difference between a character like Tom Brown or Hans Brinker and the hero of the latest cheap series of exciting adventure. Is there one of you who would not prefer a Rackham, or a Caldecott, or a Greenaway, or a Boutet de Monvel, or a Walter Crane picture book to the latest popular Sunday comic supplement book? The difference is not in price, but in genuine quality, and those who deal in children's books should be prepared to explain this difference to any customer.

A parent will listen to your argument for the good of his child when he wouldn't let you tell him what is good for himself. Indeed, many parents are almost pathetically eager for educational hints that they can trust. You can usually gain their attention by reminding them that bad companions in books are as hurtful as those the child meets in the street. The only safe book for a child is the one you can trust him with over and over again, knowing that he will come back finer and stronger for every contact.

ENTHUSIASM.

There is something more to book salesmanship than handing out books and taking in money. Some books are recognized as useful staples and almost provide their own selling arguments. Still others are like chewing gum or cheap candy or cigarettes—practically useless or even harmful, but easily sold. They might almost be dispensed by a slot machine.

But the distribution of such wares is not real bookselling. Real bookselling begins when the merchant realizing that a book is worth while, begins to look around for somebody who needs that book. Expert salesmanship consists in selling goods to people who need them, but do not know it.

This is the answer, I believe, to the statement so often heard in bookstores, "We can not sell high priced juveniles." If you are convinced that the books of real quality are needed by the children and if you have a clear idea why they are needed, your intelligent enthusiasm will sell them.

There are still parts of the world where men use wooden ploughs because their ancestors used them, and what was good enough for the ancestor is good enough for his descendant. But this state of ignorance does not discourage the salesman who has the steel plough and other modern agricultural machinery to sell. He knows that the people need his goods and why they need them, and every day the steel plough and the modern cultivator displace antique implements.

There are still people who think that they can get along without the telephone in their business because their fathers did. But that does not prevent the telephone companies from writing thousands of new contracts every day.

There are still people who think that 25c. is enough to pay for any boy's or girl's book; but every day a few of them are being converted by intelligent salesmen who are prepared to talk quality and the good of the child as against mere price and popularity. If you really know your book and your customer, you will find a way to bring them together.

There was a significant sentence in a recent personally signed advertisement of a great merchant, Mr. John Wanamaker:

"When this store" (his Philadelphia store), "was born and cradled here, but few of the people wanted it or understood it."

The point that is worth remembering about is that in spite of ignorance and indifference and even opposition a great business has been built up. No real live merchant will ever consider "It never has been done" as final. If he knows goods have genuine merit, he will not rest until he finds the way to successfully market them. "What's well begun is half done." The book that is well written and well made should be already half sold.

You who have had so much practical experience in retail bookselling can have very little to learn from me as to the best ways of approaching customers. May I remind you, however, of some things you are probably observing in your own stores?

You have no doubt noticed that the gestures as well as the words of the salesman are significant and important. The other day I watched one of the best retail salesmen I know while he presented a book to a juvenile customer. No simple picking up of the volume and thrusting it at the lady would do for him.

With a delicate motion which in every part silently expressed the idea, "Now, here is something very precious," he lifted the book from the counter and turned back the cover as though he were opening a jewel case. If he had been waiting on me, the book would have been half sold before he had uttered a word.

Good children's books are jewels. If you can once get yourself to believe it, the thought will express itself in your very actions as you approach your customers.

This same salesman, as soon as he saw his customer was a little absorbed in one book, was himself beginning to think of the next he was going to offer. Evidently he knew exactly what he was going to say about it before the customer had laid down the first one. He says he is very much helped in this by the little descriptions which are often given on the inside of the jackets, by a glance at the table of contents, and the list of illustrations. Even a book that you have never seen before can often be presented with an air of confidence if you have taken a hasty glance at these front pages.

You have probably noticed also that the best results in selling children's books are

obtained by remembering that books are not only merchandise, but ideas. The salesman who has once firmly fixed this in his mind has begun to be a real bookseller.

The next step, of course, is to study the customer and decide which of the ideas that the store has in stock should be worth something to him or to his children. If you are sure of your ground, you are on the road to a sale. The rest is tact and the address which comes from experience.

COURAGE.

It takes courage to sell children's books that are worth while. How many of you have the strength to say to a customer who is about to purchase an unworthy book, "I would not buy that," and then tell her why and offer her something better? Of course you could not do this every day, or with a new customer; but how many of you have the courage to try it even with an old customer who has begun to depend upon your judgment?

And yet, why should you not say it? If it is true that you are selling ideas, then you are distributing something that may help or hurt, may make or break the young reader. We all know how powerfully a book sometimes affects us, old and hardened readers as we are—how one leaves us feeling smirched and a little degraded for having read it—how another fills us with inspiration and hope and a new trust in humanity.

Then just remember that the mind of a child is infinitely more plastic and receptive than yours and mine. All the money we may make out of distributing unworthy books could not take away the shame we should feel if it came back to us that we had in any way assisted in the mean work of lowering a child's taste or character ideals.

But there are fortunately good business reasons which may help to bolster up your courage and make you confident in the cause of good children's books. And the first and biggest reason is that good books tend to build up in the child a taste for good reading, a real character and genuine worth. The boy who gets this taste from the stories he reads naturally goes on from them to the classics in fiction, to biography, to history, to elementary science, and in fact to all of the thoughtful books that belong in a permanent library. In other words, young people who get the bookloving habit which you can help to form will, before long, have the bookbuying habit and remain permanent customers as they become older.

Perhaps you say it takes a long time to develop thoughtful habits of reading in a boy. A librarian in Massachusetts told me a few weeks ago of a boy—not of unusually good stock, as both his parents were drunkards—with whom she had become acquainted a year ago. On her desk was a bunch of cards showing the titles of the books this boy had read within one year. It began with dime novels and it ended with biography and history. Many a bookseller has the opportunity to assist in a development like this.

Another reason that is worth bearing in mind is that there is more money in selling the higher priced books. There is often as large a

profit in selling to-day a net juvenile book of good quality as in selling ten of the cheap books of poor quality.

Still another reason that ought to appeal a great deal to the retail salesman is that the care and study of children's books and their honest and courageous presentation helps to build up a tremendous confidence in the store on the part of the best people in your community. And every salesman should remember that it is to his personal interest to build up a confidence in him on the part of the customers who patronize the store.

A college professor and librarian in a town some distance from Philadelphia deals chiefly with one bookstore in that city and makes his purchases invariably from one woman there whose judgment and knowledge he has learned to depend upon. Is not a confidence of this kind among customers one of the best assets that any salesman can have?

And even if your courage fails you, remember that selling books which are genuine and worth while makes bookselling something more than a trade and elevates it into a dignified profession.

The American bookseller used to be, and indeed in many places still is, ranked with the lawyer, the doctor, the teacher, and the clergyman in his community. He should be, and is, an important factor in the educational development of his community.

In any town where the bookseller takes an enlightened view of the children's books he sells, it will not be long before the bookstore is recognized along with the school and the library as an educational institution that the town must support because it can not afford to do otherwise.

INFRINGEMENT OF COPYRIGHT IN AN ADVERTISEMENT.

DECISION was handed down, last month, in the United States District Court for the Eastern District of Louisiana, in a case in which infringement of copyright in advertisements was alleged. The decision in the case (*Stone & McCarrick v. Dugan Piano Company, Ltd.*) was:

"In this case the complainant alleges that it has published and copyrighted a book entitled 'Manual of Instruction in the Use of Stone & McCarrick (Incorporated) System of Salesmanship'; that the book was specially intended to be used by its subscribers and licensees for reprinting parts thereof in a series of articles intended for advertising purposes and was printed in such form as to be specially adapted for use as 'copy' for advertisements in newspapers, magazines, periodicals and other literature; that the Dugan Piano Company and its officers named in the bill have infringed the copyright of the said book by publishing in the New Orleans *Item*, substantial parts of the copyrighted work as advertisements of the wares offered for sale by the Dugan Piano Company.

"The defendants move to dismiss the bill on the grounds that advertisements are not copyrightable, and hence advertising copy is not

copyrightable, and that the copyright of a text-book or manual of instruction of a useful art, science or system does not confer upon the proprietor of the copyright the exclusive right to make use of the art, science or system explained in it.

"As to whether advertisements may be copyrighted, there are cases both ways, but, conceding for the sake of argument, that advertisements in the forms copyrighted by the complainant would possess sufficient artistic and literary merit to be the subject of copyright, it seems to me that the second ground of objection is destructive of complainant's case. Complainant has copyrighted a book and not an advertisement. Defendants have published an advertisement and not a book. The book is in the nature of a manual of instruction, and is designed to teach piano dealers how to attractively advertise their wares and contains forms, or models, or diagrams of advertisements, just as we choose to term them. If complainant had published and copyrighted a manual of instruction, designed to teach piano makers how to build the instruments, any person would be entitled to follow the instructions and diagrams to construct a piano. I can see no distinction between a system of instruction as to how to make a piano and a system of instruction as to how to draw an advertisement. The copyright of the book did not prevent the general public from making use of the book for the purpose for which it was designed, notwithstanding such use results in the publication of a part of the book in the form of an advertisement.

"In my opinion the case is on all-fours with the decision in *Baker vs. Selden*, 101 U. S. 99. "The motion to dismiss will be sustained."

COLLEGE WOMEN IN THE PUBLISHING BUSINESS.

AN INTERESTING talk on college women in the publishing business was given by George H. Plimpton, of Ginn & Company, before the Conference on Literary work of the Intercollegiate Bureau of Occupations in New York City on February 17th. Mr. Plimpton had secured from some of the larger publishers data concerning the proportion of college women to non-college women employed by them and the relative salaries paid.

The information given by the publishers shows that the houses employing a large number of college women are in almost every case publishers of text-books, dictionaries or other educational works. In these houses the proportion of college women employed ranges from 20 to 30 per cent.—a percentage which would be increased to 50 or 60 per cent. if only the departments where higher education is desirable were considered. In the book-keeping, addressing and filing departments there are naturally practically no college women employed.

Among the general publishers the proportion of college to non-college employes is very much less—two of the largest New York houses, indeed, reporting that among the

large number of women employed by them not one is a college graduate. Two other important houses, one in Boston and one in New York, report respectively one and four college women on the staff.

In almost all cases the college women are drawing higher salaries than the non-college workers, the increase being from 25 per cent. to 50 per cent.

One publisher reports that out of the one hundred and seven women employed in the office, thirteen are college graduates and are doing excellent work, several of them holding important executive positions. "These positions," according to the information given "are, of course, ones which command salaries above the average, but we have other women, not college graduates, who are doing equally good work and drawing commensurate salaries. It seems to be far more a matter of the individual than of the college training." Another publisher, in the educational line, writes "a college woman for certain work is almost indispensable in our business."

FIRE IN JACKSON BOOK SHOP, BRIDGEPORT, CONN.

THE Jackson Book Shop at 986 Main Street, Bridgeport, Conn., owned and operated by Chamberlin & Shropshire, who bought out Horace H. Jackson on July 1st, 1913, was visited on the morning of February 17th by a disastrous fire which started in the basement under the Newark Shoe Store adjoining the Jackson Book Shop. The Jackson Book Shop was fully covered by insurance and before the firemen had left, the owners had secured new quarters at No. 22 John Street. They immediately got in touch with the manufacturers and publishers and are fast collecting a new stock at this location. Their insurance has been adjusted and in four to six weeks, certainly by the first of April, the old store will be remodeled, and they will be back doing business there once more.

POSTAL MATTERS. PARCEL POST REPEAL.

THE rider to the Post Office appropriation bill which seeks to withdraw from the Postmaster General the authority granted him by the Parcel Post law to fix rates, weights and zones, was the subject of heated debate in the House last week, Friday, and again this week.

Mr. Lewis, representative from Maryland, who is an ardent champion of postal progress, attacked the rider severely. He pointed out that nowhere abroad where government ownership of railways existed were the rates legislatively fixed.

"The subject is so technical and difficult and requires such precise knowledge of the particular facts in order not to needlessly kill the potential traffic, or mulct the Treasury by insufficient rates, that trained administrative and elastic rate-making is always employed. In England, Belgium, France, and other countries, the function is devolved upon the administrative authorities."

He pointed out that the floor of Congress

was no place to thresh out minutiae of rate-making, that the approval of the Interstate Commerce Commission, required by law, was a quite sufficient check upon the Postmaster General, and that the rider was retrogressive in principle.

In the course of the debate came up the question whether the Postmaster General had had the power to change the postal rate on books. It was only alluded to, however.

Senator Bankhead, chairman of the Post Office Committee attacked proposed reductions in the parcel post rates and defended the rider.

COMMUNICATIONS.

WEBSTER DICTIONARY LITIGATION

New York City, February 24, 1914.

Editor the Publishers' Weekly:

ON June 19, 1913, a judgment for \$81,363.76 was rendered against me by the United States Circuit Court in Cleveland, Ohio. The proceedings leading up to that judgment, instituted by G. & C. Merriam Company, and prosecuted by their attorney, were as follows:

It is fundamental of proper procedure in United States courts that jurisdiction and good and sufficient service be obtained on a defendant, or no subsequent court action taken will be of legal force and effect or binding upon the defendant. I was not in that court's jurisdiction, no service was secured, and as a matter of fact no bill of complaint or even a summons was ever served on me. Under those circumstances I, of course, entered no appearance and offered no defense to any of their pretended claims either in person or by counsel; consequently being wholly unopposed, Hale proceeded according to his own sweet will, with the resultant judgment. Being advised that it would be desirable for me to have an attorney petition the court to quash all of the proceedings, I did so—and when he learned the facts and got the true story, the very judge who on Hale's ex-parte statements, has rendered the judgment, promptly set it aside on February 19, 1914, by quashing all of the proceedings previously had in reference to me. My position was and is if the Merriams could drag me to a Cleveland court to defend any action they might bring there, they could also do the same in Alaska, the Philippines or elsewhere that they decided to institute litigation of a vexatious or other nature.

As news of the aforementioned judgment has been freely circulated in the trade, your issue of November 1, 1913, having been used in part for that purpose, and naturally has been the subject of considerable comment, I trust that you will find it convenient to print the communication so that the actual facts may be known and, being known, clearly understood.

GEO. W. OGILVIE.

BOOKTRADE ASSOCIATIONS.

BOSTON BOOKSELLERS' LEAGUE.

THE Boston Booksellers' League are sending out the following invitation, which they extend to all New England members of the trade:

DEAR SIR:

Would you consider coming to Boston to a "Noon Luncheon," followed by an informal discussion of matters that would be of interest to the booktrade of New England?

We make the hour "Noon," as this would allow many of the booktrade to return to their homes the same day; and we suggest the date of March 11th, and ask if that would be convenient to you?

There are several questions that might be discussed and we would gladly consider a suggestion from you.

One question of prime importance, that has been suggested, is the discussion of, "Who is a Bookseller?"

If the meeting arrived at a mutual understanding on this subject, it might be well to put that opinion into writing and address a letter to the publishers and jobbers, requesting them to sell at a discount, only such firms as make a business of carrying on their shelves a reasonable and assorted stock of books during the twelve months of the year.

It is a vital question to every live bookseller and your opinion will be valued.

The Committee, of course, has not been able to reach all of the booksellers of New England, and if there are any in your town or in your vicinity, or in New England, whom you think would be interested in such a meeting, we wish you would send us their names, and if a circular has not been sent, one will be immediately dispatched.

Yours very truly,

BOSTON BOOKSELLERS' LEAGUE
H. V. MEYER, Secretary,
16 Ashburton Place, Boston.

P. S. We propose to have the Luncheon at some club or hotel that will be convenient to all. The price is not to exceed \$1.00.

LITERARY AND TRADE NOTES.

THE REILLY & BRITTON Co. report over 70,000 copies of "Diane of the Green Van" sold by February 23d—and publication day not till March 7th!

PROFESSOR J. ARTHUR THOMSON'S "The Wonder of Life" and Professor H. A. L. Fisher's extended study of Napoleon, are promised by Holt for early issue.

THE *Chautauquan*, the official organ of the Chautauqua Institute, has been most unexpectedly censored by Anthony Comstock. Its offense was to reproduce a photograph of a statue of a nude boy.

GEORGE F. WILLIAMS, alias Southern Book Company, of New Orleans, was arrested in that city on February 14th, on Federal warrant in which he was charged with having used the mails in a scheme to defraud.

ARTHUR JEROME EDDY'S study of "Cubists and Post-Impressionism," is announced by A. C. McClurg & Company. Perhaps, with Mr. Eddy's help we shall see ourselves as Cubists see us.

DR. MAYER has resigned the editorship of the *Oesterreichische Zeitschrift für Bibliotheks-* the official organ of the German-booktrade, his place being taken

by Moriz Grolig, director of the Royal Library at Vienna.

THE PAGE COMPANY report that the 1913 sales of "Pollyanna" reached 110,000, and indicate that the 1914 situation is making everybody glad except the bookseller who can't get his stock quickly enough, and the binder who is expected to rush all orders.

ALPHONSE BERTILLON, creator of the system of criminal identification which made his name known throughout the world, died in Paris, France, on Feb. 13th, aged sixty-one. His widely-known work "Bertillon's System of Identification," is published in this country by The Saalfield Publishing Co., Akron, Ohio. His death marks the passing of the world's most distinguished anthropologist.

THE LATEST piece of trade advertising of Doubleday, Page & Company is what they call their Bookseller's Blue Book. It is a little vest pocket memorandum book, bound in limp blue leather. One side of each page forms a diary for the year, the reverse bears advertisements in the form of reading notices of Doubleday, Page, books, and of quotations from them.

WHEN THE WILL of the late Edwin Ginn, the Boston publisher, who died January 21st, was allowed in the Probate Court at East Cambridge by Judge McIntyre February 24th, it became known that the estate is valued at \$2,754,000, of which \$450,000 is in real estate. Mr. Ginn left \$1,000,000 as an endowment for the World Peace foundation, which he established.

THE WESTERN PLAINS, where there's an intensity about the working and living and loving, is the scene of "Overland Red," the new Houghton Mifflin novel, about which they announce information bit by bit, that we may mentally Fletcherize—and remember. The latest news is that Overland is an ex-sheriff, hobo, miner and dead shot, and that Louise, "The Rose Girl" plays her part in the plot.

ONE OF THE evidences that the age is not neglecting things spiritual is the constantly growing demand for books dealing with the life of the Christ. The latest is "Where He Dwelt," by Alfred T. Schofield, M.D., now in press by Rand, McNally & Company. The author has traveled extensively in Palestine, and handles the subject with sympathy and understanding.

YOU CAN'T JUDGE a book by its cover, but you can sometimes tell its publisher. The dashing design in color on the jacket of "A Wise Son" indicates a typical Bobbs-Merrill novel, and suggests plenty of action and humor inside. And indeed, this latest work by Charles Sherman, scheduled for March publication, is said to be full of the good laughs and lively situations that made "He Comes Up Smiling" such a success.

SIR WILLIAM ROBERTSON NICOLL, the "premier bookman" of England has recently published a volume entitled "A Bookman's Letters," (Doran). The forty-eight essays included call attention to the big things of literature and the big men who accomplish them. They bring the reader into intimate

relationship with the man who wrote and with the formative incidents which occasioned the work, stimulating interest by acute, yet kindly criticism.

SIR OLIVER LODGE's much discussed address on immortality, the Presidential Address to the British Association for 1913, has just been published by Putnam under the title "Continuity." Other recent Putnam publications include "Athletics in Theory and Practice," by Ernest Hjertberg, coach of the Swedish Olympic team; "Latin Songs, ancient, mediaeval and modern," with music, edited by Calvin S. Brown, and a revised and enlarged edition of Sidney Low's "The Governance of England."

THE CENTURY CO. published February 27th "Silent Sam and Other Stories," by Harvey J. O'Higgins, Samuel Merwin's "Anthony the Absolute," in which the chief character is a brilliant but unworldly young scientist, who goes to China to study Oriental music and is caught in a whirl of curious experiences, and "Beaumont, the Dramatist," the work of Charles Mills Gayley, of the University of California, who uncouples the subject of his study from the ever attendant Fletcher and shows him to have been a complete unit all by himself.

NOTABLE AMONG Dodd, Mead's spring publications is "The Empress Frederick," a biography of the eldest daughter of Queen Victoria and the mother of the present German Kaiser. William II of Germany has been called "much more the son of his mother than of his father," and strangely enough, no biography has hitherto appeared and very little is known of this woman, who was a central figure at Berlin for fifty years, the enemy of Bismarck and the mother of the present Emperor of Germany. Her biography is written by one who prefers, for obvious reasons, to remain anonymous.

THE H. B. CLAFLIN COMPANY book department are continuing this year the popular edition of the *Every Child Should Know Series*. The demand for this series is growing steadily, a third large edition now being printed. Other new series to be featured by Claflin this year are *Scribner's Young Folks Library* in 20 volumes made for them by Charles Scribner's Sons, the *Guide Series* in 12 volumes, and the *American Fights and Fighters Series* in 6 volumes, made for them by Doubleday, Page & Company, the *Popular Library of Art* in 21 volumes, and the *Miniature Reference Library* in 37 volumes. These last two series are standard English publications which have been sold in this country for several years. They will now be offered by Claflin at much lower prices than heretofore. Remainders, as everybody knows, are a big factor in the Claflin book business. They now have a large collection of such books in unprecedented variety. The Claflin travelers this year are Frank L. Magel (New York); John R. Fraser and Harry F. Hull (other large cities); James Rindfleisch (smaller cities).

BUSINESS NOTES.

BOSTON, MASS.—Harper W. Poulson, for the past twenty-five years associated with

W. B. Clarke Company, latterly in charge of their engraving and stationery department, has severed his connection with them, to enter the stationery field in his own interest.

CHILLICOTHE, MO.—C. P. Sauer, of Chillicothe, and J. W. Sauer, of St. Joseph, Mo., have purchased the Kohlman Book Store and the J. W. Hicks News Agency.

NEW YORK CITY.—M. & L. Hess have leased the second and third lofts in 114-120 East Twenty-third street, running through to and including 115-119 East Twenty-second street, containing 35,000 square feet, to the A. L. Burt Company, publishers. The lease is for fifteen years at a rental aggregating \$240,000.

OSWEGO, KAN.—C. W. Bandy, of Parsons, Kan., has purchased the book and stationery store of A. E. Townsend.

TACOMA, WASH.—Ye Old Book Shop has been incorporated with a capital stock of \$10,000. Incorporators: W. Johnson, B. K. Mason and others.

THE EXHIBIT of the "Better Books of a Year" held under the auspices of the Publishers' Cooperative Bureau, in Brooklyn throughout February will be continued there until March 7th. It has been moved from the down town section, where it was held with the cooperation of the *Brooklyn Daily Eagle*, to the Bedford branch of the Brooklyn Public Library, Franklin Avenue and Fulton Street. Admission is, of course, free, and a large attendance of booklovers is expected. The exhibit represents a selection of the better books published by thirty prominent publishers of New York, Philadelphia, Boston and Chicago during the past twelve-month. About 1,500 volumes are shown. In addition to these, original manuscripts by Kipling, O. Henry, Conrad, Howells, Noyes, Tarkington, Alden, Norris, etc., are included as well as possibly 100 original drawings and paintings by famous illustrators. The exhibit is educational in scope and has attracted already wide attention on the part of press and public. At the close of the Brooklyn Exhibit the display will be sent on tour. The cooperation of a number of librarians, city clubs, book-sellers, etc., has been assured, and the schedule of places to be visited is now being made up. Applications for the exhibit should be sent to the Publishers' Cooperative Bureau, 39 West 32d Street, New York City.

AUCTION SALES.

MARCH 3RD AT 2:30 P.M. (One session.) A remarkable collection of excerpts, manuscript notes, photographs, mounted cuttings from rare early American newspapers, scientific magazines, reports, etc., on Arizona Territory, New Mexico, western Indian campaigns and tribes, Texas, California [etc.] collected by the late Dr. Edward Palmer, U. S. A. (No. 549; 300 lots.)—*Merwin*.

MARCH 4TH AND 5TH AT 2:30 AND 8:15 P.M. (Four sessions.) The Napoleon collection formed by William J. Latta consisting of prints, original drawings, autographs, books, medals [etc.] (Part III; 4184 lots.)—*Anderson Galleries*.

Weekly Record of New Publications

The entry is transcribed from title page when the book is sent by publisher for record. Books received, unless of minor importance, are given descriptive annotation. Prices are added except when not supplied by publisher or obtainable only on specific request. The abbreviations are usually self-explanatory. c. indicates that the book is copyrighted; if the copyright date differs from the imprint date, the year of copyright is added. Where not specified the binding is cloth.

A colon after initial designates the most usual given name, as: A: Augustus; B: Benjamin; C: Charles; D: David; E: Edward; F: Frederick; G: George; H: Henry; I: Isaac; J: John; L: Louis; N: Nicholas; P: Peter; R: Richard; S: Samuel; T: Thomas; W: William.

Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q. (4to: under 30 cm.); O. (8vo: 25 cm.); D. (12mo: 20 cm.); S. (16mo: 17½ cm.); T. (24mo: 15 cm.); Tl. (32mo: 12½ cm.); Fe. (48mo: 10 cm.); Sq., obl., nar., designate square, oblong, narrow. For books not received sizes are given in Roman numerals, 4°, 8°, etc.

Attwood, E: Lewis, and Cooper, I. C. G. A text-book of laying off; or, the geometry of shipbuilding. N. Y., Longmans. 3+118 p. front. fold. diagrs. tabs. O. \$1.75 n.

Babbott, W: M. Solution of the economic or social problem; realm of conservation; the high cost of living. [Taunton, Mass., Hack & Son.] c. '13. 168+29 p. por. pls. col. diagrs. 8°, \$3.

Baerlein, H: Abul Ala, the Syrian. N. Y., Dutton. 99 p. 16°, (Wisdom of the East) 70 c. n.

Berriman, Algernon E. Aviation. N. Y., Doran. '13. 26+360 p. il. 8°, \$4 n.

Bevan, G. M., comp. Unto the perfect day; a collection of prayers for the use of students of sacred theology. Milwaukee, Young Churchman. '13. 17+146 p. T. 60 c. n.

Boehmer, Jos. Our currency problem; cartoons by Ralph Wilder. Bloomington, Ill., Peoples' Currency League. c. 43 p. por. 12°, \$1.

Briggs, Martin Shaw. Baroque architecture; with 109 illustrations. N. Y., McBride, Nast. 238 p. (bibls.) Q. \$5 n.

A period of art which is attracting a good deal of interest and about which little has been written in English. Author, an architect, takes a new view of this period, and considers architecture in relation to contemporary history, manners and religion. His criticisms are enhanced by ample and interesting illustrations, many from his own sketches in all parts of Europe. Index.

Brown, H: Collins. Book of old New York; the rare old prints are from the private collections of Mr. Robert Goelet, Mr. Percy R. Pyne, 2d, Mr. J. Pierpont Morgan, Mr. Robert W. De Forest, Mr. A. Van Horne Stuyvesant, Mr. Wm. F. Havemeyer, Mr. Simeon Ford, Mr. J. Clarence Davies, Mr. Robert E. Dowling, Mr. John N. Golding, Mr. John D. Crimmins, Mr. Henry Morgenthau and others. N. Y., [Lent & Graff Co., 139 E. 25th St.] c. '13. 19+392 p. (Priv. pr. for subscribers) f°, \$100.

Brownlie, Rev. J.: tr. Hymns of the early church; tr. from Greek and Latin sources; together with translations from a later period; centos and suggestions from the Greek; and several original pieces. N. Y., Oxford Univ. c. '13. 2+202 p. 12°, \$1.

Buckle, H: T: History of civilization in England; with an introd. by Arth. Brisbane; from the 2d London ed., to which is added an alphabetical index. 2 v. in 4. N. Y., Hearst's Internat. Lib. Co. c. (14 p. bibl.) 8°, \$1 n.

Camp, Wa. Chauncey. Auction up-to-date, including nullos; systems for the practical

player. N. Y., Platt & Peck. c. 89 p. tabs. 16°, 50 c.

Chappell, Marion. Gardening don'ts; with colored front. by Alswen Montgomerie, and 17 photographs from a Hampshire garden. N. Y., Scribner. '13. 55 p. T. 75 c. n.

More gardening don'ts; with colored front. by Alswen Montgomerie, and 20 photographs from a Hampshire home. N. Y., Scribner. '13. 55 p. T. 75 c. n.

Both above books are made up of pithy sayings about gardens and their owners and their cultivation. There is many a useful hint and clever suggestion among the "don'ts."

Charlotte Amélie, Princess de la Tremôille, [Princess of Aldenburg]. The autobiography of Charlotte Amélie, Princess of Aldenburg, née Princess de la Tremôille, 1652-1732; tr. from the French of the original manuscript and ed. by her decendant, Mrs. Aubrey Le Blond. N. Y., McBride, Nast. 366 p. il. pors. tab. O. \$4 n.

Romantic story of Charlotte Amélie de la Tremôille who left the country of her birth when a girl because of religious intolerance and retired to Denmark, where she was sought in marriage by three kings and many German princelings. She married Anthony I, Count of Aldenburg, but he was poisoned six months later at the instigation of the heir presumptive. In the years following she was the victim of endless tyranny, persecution and hardship. Fearing she might die before her son was old enough to learn what had taken place, she wrote this record for his guidance. Index.

Colburn, Frona Eunice Wait. Yermah the Dorado; the story of a lost race. N. Y., Alice Harriman. c. '13. 3+433 p. O. \$1.35 n.

Formerly published by The Sign of the Lark, San Francisco.

Conway, Adeline May. A silent peal from the Liberty Bell. Phil., Jacobs. c. 64 p. il. por. D. bds., 50 c. n.

The Liberty Bell itself tells the story of its stirring career, how it was made in England for the Philadelphia State House, cracked on its first ringing, was recast, cracked again and was once more recast, this time successfully, and for twenty-five years before the signing of the Declaration was used to summon people to the State House, and to announce events of political importance. Book ends with the cracking of the bell while tolling for Chief Justice John Marshall the last of the signers, and a plea against being carried about the country to expositions.

Cooke, J. C., and Kidd, H. M. Dressmaking in the school; with 2 colored pls. and other illustrations. N. Y., Longmans. 10+148 p. O. \$1.35 n.

Deeping, Warwick, i.e., G: Warwick. The white gate; with a color front. by A. C. Michael. N. Y., McBride, Nast. 352 p. D. \$1.25 n.

Constance Brent lives in a small English place with her mother, whose unsavory past causes her to be shunned by most of the neighbors. When the mother dies under rather harrowing circumstances, Constance is left numbed by misery on the verge of absolute collapse. It is then that Richard Skelton, an engineer, steps in, marries Constance, takes her to Italy and woos her back to love and life with his devotion and understanding.

De Morgan, W: Frend. When ghost meets ghost. N. Y., Holt. c. 7+862 p. D. \$1.60 n.

Chronicle of twin sisters separated for over half a century, each believing the other dead. Setting, England in the fifties. A scoundrel husband, sentenced to penal servitude in Australia, and a son of the same pattern as the father is the fate of Maisie, while Phoebe lives tranquilly in England and brings up her sister's little daughter. Little Dave Wardle's getting himself run over by a fire engine starts a train of circumstances which, after unraveling a mystery in his "Aunt M'riar's" past and bringing into the story the beautiful Lady Gwendolen and the blind poet, her fiancé, not to mention numerous other interesting people, eventually result in "ghost meeting ghost."

Denison, Webster. Fine feathers; novelized from Eugene Walter's drama by the same name; with 10 il. from photographs. Chic., McClurg. c. 312 p. D. \$1.25 n.

Tells of a young wife's ambition for pretty things and social position, and how through the influence of a rich man who wished to use her husband, she persuades the latter to do a dishonest piece of dam building which results in the death of many people. It takes just a year to bring utter ruin to the young people.

Eckel, J: C. The first editions of the writings of Charles Dickens and their values; a bibliography; with a portrait of Charles Dickens and 36 il. and facsimiles. N. Y., Scribner. 28+296 p. O. \$5 n.

Fitchett, W: H: ["Vedette," pseud.]. The new world of the South. v. 2. The romance of Australian history. N. Y., Scribner. '13. 8+428 p. por. D. \$1.75 n. Tells of drama of the Australian gold discoveries; the second generation of bushrangers, with the doings of the Kelly gang; the later explorers; the tragedy of the Kennedy expedition; Leichhardt with his mysterious disappearance; Eyre's race with death for a thousand miles; the Burke and Wills expedition, etc.; brings history down to the federation of the six colonies and the birth of Australia in 1901. Index.

Fitzgibbon, H. Macaulay. The story of the flute. N. Y., Scribner. 16+292 p. (5 p. bibl.) il. pors. diagrs. D. (Music story ser.) \$1.25 n.

Fox, G: The journal of George Fox; ed. by Norman Penny. In 2 v. Phil., Winston. '11. il. O. \$6.50 n.

Haggard, Sir H: Rider. The Wanderer's necklace; with 4 ils. by A. C. Michael. N. Y., Longmans. c. 10+341 p. D. \$1.35 n.

Purports to tell what befell author in a previous incarnation when he was Olaf, Red-Sword. The falseness of a woman drives him from his Jutland home and he becomes an officer to the Byzantine Empress, Irene. She falls in love with him, but her passion turns to jealous fury when she finds he loves a Coptic maiden, and she has him blinded. Blindness does not bring an end to his adventures, which are continued in Egypt and later in Lesbos, where he becomes governor, and finally leads to his return to Jutland. There are fights, plots, counterplots and adventures galore in the tale.

Harada, Tasuku. The faith of Japan. N. Y., Macmillan. c. 11+190 p. D. \$1.25 n.

President of Doshisha University, Kyoto, expounds not religious systems, but those instinctive principles by which the Japanese live. Contents: Kami: the Conception of deity; Michi: the way of humanity; Satori: the law of enlightenment; Sukui: the doctrine of salvation; Chugi: the spirit of loyalty; Mirai: the idea of future life; The faith: old and new. Index.

Hazell's annual for 1914; a record of the movements of the time; revised to Nov. 25, 1913; giving the most recent and authoritative information on the topics of the day; with copious index; ed. by T. A. Ingram. 29th year of issue. N. Y., Scribner. 68+592 p. D. \$1.50 n.

Hicks, Amy Mali. The craft of hand-made rugs. N. Y., McBride, Nast. c. 250 p. il (part in col.) D. \$2 n.

Interest which the arts and crafts movement has aroused in the handicraft of our great-grandmothers and grandmothers has revived certain old-time industries and small crafts. It is the basis of this book to take these old-time methods of handicraft to revise and refreshen them by careful planning in color and design. Gives directions and designs for making braided, knitted, crocheted, hooked and rag rugs. Index.

Hinkson, Katharine Tynan, ["Mrs. H: Alb. Hinkson," formerly Katharine Tynan]. Twenty-five years: reminiscences. N. Y., T. Devin-Adair Co. c. 8+405 p. pl. pors. 8°, \$3.

Hiscox, Gardner Dexter, ed. Henley's twentieth century formulas, recipes and processes; containing ten thousand selected household and workshop formulas, recipes, processes and money-saving methods for the practical use of manufacturers, mechanics, housekeepers and home workers. 1914 ed., rev. and enl. N. Y., Henley. c. 2+7-807 p. 8°, \$3.

Hodges, G: D.D. Christianity between Sundays. N. Y., Macmillan. c. '92. 267 p. O. \$1.25 n.

Contents: Credentials of Christianity; Business on Christian principles; The dry brook; Beginning of the millennium; Holiness of holidays; Money for men; What a blind man saw; Brethren and the brotherhood; Four ways of loving God; Religion on business principles; Why we ought to love God, etc.

Hodgson, F: T: The carpenter's cyclopedia; comprising Modern carpentry, Plain and advanced practical uses of the steel square, Timber framing, light and heavy, Stair-building and handrailing; fully il. with 1650 practical il., line drawings and diagrams, carefully indexed for quick reference. Chic., Sears, Roebuck & Co. c. '13. 1765 p. 8°, \$7.

Holmes, Canon Ernest E: Paradise; a course of addresses on the state of the faithful departed. N. Y., Longmans. 14+112 p. D. 65 c. n.

By Archdeacon of London and Canon of St. Paul's.

Hopkins, W: J: Burbury Stoke. Bost., Houghton Mifflin. c. 328 p. D. \$1.25 n.

By author of "The clammer." Story is told by a young man living with his horse, dog and boats on Buzzard's Bay. How a mysterious young Englishman was wrecked upon the coast, and what happened when both the hero's sister and the Englishman's cousin arrived at the house, form the materials for the plot of this merry tale.

Jacks, Lawrence Pearsall. All men are ghosts. N. Y., Holt. '13. 360 p. 12°, \$1.35 n.

Corrected entry.

Jackson, Archie Victor. The secrets of mushroom growing simply explained; a practical handbook of the whole science of mushroom culture, from the preparation of materials to the marketing of the crop, with 50 il. from photos by the author; twenty years' experience owning and operating the largest mushroom plant in America. 5th ed. [Bost., Hooper Pr. Co.] c. '13. 3+11-68 p. 8°, \$3.

James, Ja. Alton. Readings in American history. N. Y., Scribner. c. 13+584 p. D. \$1.50 special n.

By professor of history in Northwestern University.

Jenkins, E. H. The small rock garden; ed. by F. W. Harvey. N. Y., Scribner. '13. 12+139 p. il. diagrs. tabs. O. ("Country Life" lib., \$1n.

Information as to how and where to make a rock garden and what to plant in it.

Knight, W: Angus. Coleridge and Wordsworth in the West Country; their friendship, work and surroundings; il. by Edm. H. New. N. Y., Scribner. 16+238 p. O. \$2.25 n.

Record of the years 1796-7, memorable for the companionship of Coleridge with Wordsworth, during which period they wrote nearly everything that now remains as a measure of their genius. Index.

Martin, Percy Falcke. Maximilian in Mexico; the story of the French intervention, 1861-67. N. Y., Scribner. 16+480 p. (7 p. bibl.) O. \$5.25 n.

Life of the unhappy Maximilian, whose brief rule as emperor of Mexico ended with his execution after only four years in the country. The causes both for his being made emperor and his downfall are all fully recorded, with much information on the attitude of the various powers toward the venture. The part played by Charlotte, Maximilian's wife, is also told, and much of the severe criticism that has been meted out to her shown to be undeserved. She is still living, but has been insane for forty-seven years. Index.

Mason, C: Ja. Arithmetic of the steam boiler; a reference book showing the various applications of arithmetic to steam boilers. N. Y., McGraw-Hill. c. 11+225 p. diagrs. 12°, (Power handbooks) \$1.

Mathilde, Consort of Prince Louis of Saxe-Coburg-Gotha. Life-dreams; the poems of a blighted life, attributed to Princess Mathilde of Bavaria; tr. from the German by J: Heard, jr. Bost., Badger. c. 4+7-78 p. 12°, \$1.

Morse, W: Northrop. Peach bloom; an original play in four acts. N. Y., Medical Review of Reviews, [206 B'way]. c. '13. 3+184 p. D. \$1.

Commercialized vice is the theme. Plot tells of luring of a girl to a disreputable house and her escape from it through the efforts of her lover, who finds her there.

Moses, Rob. The civil service of Great Britain. N. Y., Longmans. c. 10+324 p. tabs. O. (Studies in history, economics and public law; ed. by Faculty of Pol. Science) \$2.50 n.

North, Simon Newton Dexter, and North, Ralph H. Simeon North, first official pistol maker of the United States; a memoir. Concord, N. H., Rumford Press. c. '13. 12+207 p. por. pls. O. \$2.75.

Authors are the great-grandsons of the subject of this memoir. Simeon North was born in 1765 and died in 1852. Book gives much information concerning the early manufacture of small arms in the United States, which has never before been published, and corrects various mistakes which have appeared in writings on the subject. A valuable chapter deals with the first application of the principle of interchangeable parts in the manufacture of small arms.

Otis, Philo Adams. The First Presbyterian Church, 1833-1913; a history of the oldest organization in Chicago; with biographical sketches of the ministers and extracts from the choir records. 2d and rev. ed. N. Y. and Chic., Revell. c. 9+13-320 p. pls. por. 8°, \$1.50.

Paine, Paul McClary, and Stroud, B: Kendrick. Oil production methods; with a chapter on Accounting systems, by W. F. and W. B. Sampson. San Francisco,

Western Engineering Pub. c. '13. 3+15-239 p. il. tab. forms. fold. pl. 8°, \$3.

Payne, Harry Thom. Game birds and game fishes of the Pacific coast; with ready reference diagrams of each family, giving the scientific and common names of each genus and species, their relationship, breeding grounds and general range. Los Angeles, Cal., News Pub. Co. c. 7-181 p. il. 12°, \$1.50.

Peattie, Elia Wilkinson, [Mrs. Rob. Burns Peattie]. The precipice; a novel. Bost., Houghton Mifflin. c. 1+417 p. front. D. \$1.35 n.

The feminist movement is the mainspring of this story. Kate Barrington goes to the university against all the traditions of her little home town and her father and mother. When she returns, she finds herself antagonistic to her father's tyranny toward women, and after her mother's death goes back to Chicago as a social worker. The aspirations, doubts, dreads, discontent and frank hope of the present-day woman are all depicted in Kate, who hesitates long between love and what she considers her larger duty, but finally finds a way to reconcile the two.

People's cyclopedia; a complete library of reference containing the exact knowledge of the world condensed to the plainest terms consistent with accuracy and clearness; with a valuable appendix of often sought-for facts in almost every department of human knowledge, and a chronological history of the world; superbly and profusely il. by hundreds of subjects in full color, monotone and text cuts; besides a series of agricultural charts prepared from the latest government data; prepared by more than two hundred of the most eminent editors, educators, scholars, scientists, inventors and explorers under the chief editorship of C: Leonard-Stuart and G: J. Hagar. 5 v. N. Y., Syndicate Pub. Co., [9 E. 37th St.]. c. 12°, \$12.

Previous editions published under title: Everybody's cyclopedia.

Rhodes, Geoffrey, and others. The whole man; with contributions by Sir Dyce Duckworth, G: Cowell, Rev. A. O. Hayes. Milwaukee, Young Churchman. '13. 7+168 p. D. \$1 n.

Contents: The will to be well, G. Rhodes; The whole man, Sir Dyce Duckworth; The church the great healer, G: Cowell; Man and the church, A. O. Hayes; Introductory; Psychology and religion; Religion of the body; Conclusion.

Richardson, Ernest Cushing. The beginnings of libraries. Princeton, N. J., Princeton Univ. Press. c. 10+176 p. (5 p. bibl.) il. D. bds., \$1 n.

Librarian of Princeton University here traces the earliest history of libraries. This takes him back to mythological libraries, preadamite libraries, the evolution of record keeping, pictorial object libraries, and other prehistoric and primitive forms. There is an interesting chapter on the beginnings of library schools. Index.

Smith, S. C. Kaines. Greek art and national life; with 7 photogravures and many other illustrations. N. Y., Scribner. 14+376 p. O. \$2.75 n.

Shows how closely Greek art was allied to the national life. As the civilization and political development became more and more advanced so did the art of the country, until it reached the wonderful achievements of Pheidias, which still hold first place in beauty among the world's art treasures. Author's conclusion is that the artist reflects the ideal of the times in which he lives; and that so long as the nation is not only vigorous, but directing its vigor toward high ideals, its art will progress in power and sublimity of ideas. Index.

- Snyder, Leslie Raymond.** Photodrama. Detroit, Mich., Photodrama Co. c. 54 p. 8°, \$1.50.
- Soddy, F:** The chemistry of the radio-elements. In 2 pts. Pt. 2, The radio-elements and the periodic law. N. Y., Longmans. 5+46 p. diags. O. (Monographs on inorganic and physical chemistry; ed. by A. Findlay) 60 c. n.; complete, \$1.25 n.
- Spelling, T: Carl.** Political deceptions and delusions. N. Y., [The author, 115 B'way]. c. '13. 3-7+372 p. 12°, \$1.25.
- Squier, Alb. Leonard.** Boston Chamber of Commerce South American tour; photographs. [Newtonville, Mass.,] The Photographer. c. 95 p. 4°, \$5.
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- Starkey, Helen.** Plato paved the way; front. by Hermann Heyer. N. Y., Neale Pub. c. '13. 141 p. 12°, \$1.
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 Author is an enthusiastic admirer of Crete and has spent much time there, traveling through the country and camping along the way. He here tells of the beauty of the scenery and experiences on the road. Besides the chapters by Miss Bate, there are various notes and observations by the author on flowers, forests, trees, shrubs, birds, physical features of Crete, harbors and anchorages, the people, and hints for travelers. Index.
- Trout, Isaiah Bennett, and others.** Training the Sunday school teacher; first standard course; approved by the Committee on Education, International Sunday School Association. Elgin, Ill., Brethren Pub. House. c. '13. 288 p. il. maps. D. 40 c. n.
- Uebele, C: Ludwig.** Paint making and color grinding; a practical treatise for paint manufacturers and factory managers; including comprehensive information regarding factory arrangement; pigments; vehicles and thinners; liquid and cold water paints as well as practical working formulas and recipes. N. Y., Painters' Mag., [100 William St.]. c. '13. 483 p. 8°, \$10.
- United States. Library of Congress.** A list of American doctoral dissertations printed in 1912; prepared by C: A. Flag. Washington, D. C., Gov. Pr. Off. 106 p. O. 30 c.
 Gives first an alphabetical author list of theses printed in 1912, then classified lists arranged under the broad classes of the Library of Congress scheme, followed by a subject index and a list of doctors arranged by university.
- Walton, G: Lincoln, M.D.** The flower-finder; front. photographed by W. H. Stedman; other photographs by H: Troth; 573 pen-and-ink drawings by the author. Phil., Lippincott. c. 26+394 p. O. limp leath., \$2 n., bxd.
 Flowers may be easily identified by the color charts—classified in groups. Glossary. Index.
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- Wilbur, Sibyl.** The life of Mary Baker Eddy. 4th ed. Bost., Christian Sci. Pub. Soc. c. 16+423 p. por. pls. 8°, \$3.
- Woman and the law.** [Chic., Civics Soc.] c. 4+1863-2106 p. pls. 12°, (Woman citizen's lib.) \$1.63.
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- World's (The) progress;** with illustrative texts from masterpieces of Egyptian, Hebrew, Greek, Latin, modern European and American literature; ed. by Very Rev. J. K. Brennan [and others]. 11 v. [Chic., Delphian Soc. c. il. pls. pors. maps. 8°, \$40.

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Scripture Symbolism, Craig, Phila., 1904.

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The Engineer Corps of Hell, E. A. Sherman.

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Life and Letters of John Tyler, by his son.
Breder's Gazette, Dec. 13, 1899.
Kidd, Control of the Tropics.
Toulmin's Digest of State Laws, pub. about 1814.

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Bryn Mawr College, Bryn Mawr, Pa.
Revue Celtique, 1908-1913, vol. 29-34.
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Bunyan, Pilgrim's Progress, 1st ed., Elliot Stock, printed from ed. for N. Ponder, London, 1678.

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Kepler's History, Fourth Ohio Vounteers Infantry.

John W. Cadby, 50-54 Grand St., Albany, N. Y.
New York Historical Soc. Colls., 1890, 95-97.
Appleton's Amer. Annual Cyc., 1873-1875.
Forum, 1911-1913.
Homiletic Review, Jan.-June, 1896.
Life of John Eliot, by Caverly.

D. A. Callahan, 164 S. Main St., Salt Lake City.
Encyclopaedia Britannica, last ed.
Aristophanes, complete trans.

Wm. J. Campbell, 1623 Chestnut St., Phila., Pa.
Rodman Genealogy.
Wharton Genealogy.
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Idalia, by Ouida.
Paine, Praying Skipper.
Paine, Romance of an Old Time Shipmaster.

Carson, Pirie, Scott & Co., Chicago, Ill.
E. Wyatt, True Love, pub. by McClure & Phillips.
Jonathan Slick, His Visit to His New York Cousin.
C. N. Caspar Co., 454 E. Water St., Milwaukee, Wis.

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Central Book Store, Harrisburg, Pa.
Zahn's Introduction to New Testament, English.
Bacon's Introduction to New Testament, English.

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Bridge, The Trust, its Book.
Ward, Figures, Facts and Formulas of Photography.

A. H. Clark Co., Caxton Bldg., Cleveland, O.
Political Science Quarterly, vol. 17, No. 4; vol. 20, No. 3.
Fiske, Essays, ed. by Green, vol. 2.
Bowker, State Publications, 1908.
Brady, Kedge Anchor.
Catholic Encyclopedia, set.
Dunn, Massacres of Mountains.
Encyclopedia Britannica, 11th ed.
Fla. Concise Nat. Hist. of E. and W. Fla.
Ga. Hist. Soc. Collections, set.
Jamison, Pioneer and Army Life.
Rhodes, History of U. S., 7 vols.
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Financial Rel. Bet. U. S. and Canada, books on.
Hale, Trans-Allegheny Pioneers.
Pittman, European Settlements on Mississippi, 1906.
Bourne, Philippine Islands, 1907.

John Clark Co., Quinby Bldg., Cleveland, O.
American Naval Battles, Boston, 1836.
Ball, Chas., Slavery in the U. S.
Beale, Thos., Nat. Hist. of Sperm Whale.
Bible, early American issues.
Coffin, Old Times in the Colonies.
Histories of Allegheny, Bradford and Lancaster Counties, Pa.
Helper's Impending Crisis.
Keenan, Conflict with Spain.
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MacLean, J. P., The Mound Builders.
Newport Historical Magazine, vols. 3 to end.
Selous, African Nature Notes.
Trans. of American Institute of Electrical Engineers, complete set.

W. B. Clarke Co., 26-28 Tremont St., Boston.
Fifty-seventh Regiment Mass. Volunteer Infantry, 1896, Anderson, Capt.
Fifteenth Regiment Mass. Volunteer Infantry, Ford.
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Halsey, A. T. H., Pictures of Early N. Y., on dark blue Staffordshire.
Letters from High Latitudes.

Cleveland Public Library, Cleveland, O.
Hewitt, House Fly.
James, Bostonians.
James, London Life.
Monthly Catalogue of United States Public Documents, Nov., 1913.

Peter Cogan, 20 Grove St., Saratoga Springs, N. Y.
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White's Student Manual of Medical Electricity.

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Virgil's works, by Kennedy, Macmillan, pub.
Virgil's works, by Page, Macmillan, pub.

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Century Dictionary.

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Country Gentleman, 1912, 13.
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R. W. Crothers, 122 E. 19th St., New York.
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Geikie's Landmarks of Old Test. History.

M. Curlander, 26 S. Gay St., Baltimore, Md.
International Ency., 1902-4, and Handbook and Year Book, 1913, 1/2 or full mor., thin paper.

D. W., care Publishers' Weekly, New York.
Through the Outlooking Glass with Theodore Roosevelt, pub. by N. Y. Evening Post.
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Niles' Weekly Register, vols. 25 to end.
Historian's History, vols. 1 to 4, half red mor.

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Kircheval, History Valley of Virginia.
The Wrecker, Dowling, pub. Lippincott.
Helen Harlow's Vow, by Waisbrooker.
Anything by Waisbrooker.
North Amer. Rev., July, Oct., 1846; July, 1847; Jan., April, 1849.

DeWolfe & Fiske Co., 20 Franklin St., Boston.
William C. Hanscom's Sermons, etc.
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Knobel, Guide to Trees and Shrubs.
Knobel, The Ferns and Evergreens.
Dodd & Livingston, 4th Ave. and 30th St., N. Y.
Voyage of Verrazano, by Murphy.
Odd parts of De Bry's Voyages.
Documentary History of the State of Maine, vol. 2, Cambridge, 1877.

Dominion Bridge Co., Ltd., Montreal, Canada.
Yachting for Aug., 1909.

Chas. H. Dressel, 552 Broad St., Newark, N. J.
Opie Read, The Tear in the Cup.
Aubrey De Vere, Julian the Apostate.

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Evans, Young Millwright and Millers' Guide.
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Works of E. A. Poe, N. Y., Redfield, 1850, vol. 1.

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Greene, Parrots in Captivity, 3 vols.
Huntington, Wild Fowl and Waders.
Cory, Hunting and Fishing in Florida.

Freud & Co., 1777 Broadway, New York.
Dame Heraldry, pub. by Lothrop & Co., 1886.
Tom Cringle's Log, by M. Scott.

P. H. Furman Co., 363 W. 51st St., New York.
Life and Letters of Benjamin Palmer, Johnson.
Swingin, Round the Aikle, P. V. Nasely.

G. J. C., care Publishers' Weekly, New York.
Howland, Frances L., Laureates, Stokes.
Archer, Wm., Poet of the Younger Generation, N. Y.,
Lane, 1904.

Gammel's Book Store, Austin, Tex.
Woodrow Wilson's History of American People; 3
sets.
Odd vols. Cyc.
Odd vols. Century Digest.

Henri Gerard, 83 Nassau St., New York.
Hardy's Travels in Mexico.
North American Review, Aug., 1909; 2 copies.
Sermons of Bishop Simpson, Harper's.

Wm. J. Gerhard, 2209 Callowhill St., Phila., Pa.
Harriman, Alaska Exped., vol. 4.
Acad. Nat. Sciences, Phila., Journal, 8vo, vol. 5;
Journal, 4to, vols. 1-6, 8-14, 16, part 1; Proceed-
ings, 1841-45, 1848-49, 1852-53, 1871, 1872, 1874,
1876.
Barton, Flora of No. Amer., 3 vols.
Elliott, Sketch of Botany of S. C. and Ga., 2 vols.,
or vol. 2.
Nuttall, Genera. of Plants.

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Symonds, Life of Benvenuto Cellini, London, 1888.
Bierce, Shapes of Clay, 1903.

Gleason Book Co., 104 Jay St., Schenectady, N. Y.
Higher Mathematics, by Merriam and Woodward.

John L. Grant, 145 Genesee St., Utica, N. Y.
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Bauer, Precious Stones.
Symonds, Studies of the Greek Poets, Harper

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Finney, Revival Lectures.
Credo and Credulity by an Unbeliever.

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Abraham Lincoln pamphlets.
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Edwin Arnold's Song Celestial.

Himebaugh & Browne, 415 5th Ave., New York.
Ellen Terry's Story of My Life, Doubleday Page.
New Encyclopedia Britannica.
New International Encyclopedia.
Edward Eggleston, Christ in Art, N. Y., 1875, 1 vol.
Hackluyt's Voyages.
Historical Sketches of Northern New York and
Adirondack Wilderness, Troy, 1877.
History of Conn. Valley and Massachusetts, Troy,
1879.
Indian Legends, Saratoga and Upper Hudson Valley,
1884.
Historical Narratives of Upper Hudson, Lake George
and Lake Champlain, Phila., 1888.

Hirschfeld Bros., Ltd., 263 High Holborn, London,
W. C., England.

Ophthalmic Review, vol. 1, 1882.
British Journal of Dental Science, vols. 2, 3.

Paul B. Hoeber, 69 E. 59th St., New York.
B. A. Gould, Investigation in the Military and An-
thropological Statistics of American Soldiers, N.
Y., 1869.
Unna, Histopathology Skin.
Fischer, Anaesthesia in Dentistry.
Holland Bookshop, 8 Temple St., Nashua, N. H.
Sidis, The Psychology of Suggestion.
Lewis & Clark Expedition.
Eon and Eona, Springfield, 1886.
Morrison's History of Windham, N. H.
Potter's Mary Garvin.
Abbot's Napoleon.
Lubke's Outline History of Art.

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Tour Through Va., etc., Annapolis, 1828.
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Haskins, Argonauts of Calif., 1890.
Hill, Wanderings in N. W., 1885.
Clark, 15 Years of Sailor's Life, 1847.
Adams, Voyage Round the World, 1871.
Brown, History of Dallas Co., Texas, 1887.
Burleson, Life and Writings, 1901.
Jennings, Texas Ranger, 1899.
McConnell, 5 Years a Cavalry Man, 1889.
Frost, The Gem of the Mines, 1866.
Romspert, Western Echo, 1881.
Spence, Settlers' Guide, 1862.
Tacoma Illustrated, 1889.
Weeks, White and Red, 1870.
Woods, Life on Pacific Coast, 1910.
Watson, Life of Ben Thompson, Austin, 1884.
Tyler, Island World of Pacific, 1887.
Thornton, Oregon and Calif., 1849.

Humphrey's Book Store, 21 Bromfield St., Boston.
Grammar, by Gould Brown.

A. J. Huston, 92 Exchange St., Portland, Me.
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Williamson's History of Maine, vol. 2, 1832.
Journal of Abnormal Psychology, vols. 1 to 7.
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 Swiss Family Robinson, by David Wyss, trans. by Mrs. H. B. Paull, Chandos Classics.

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 Davis, Descriptive Geometry Notes.

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Ex-Tanks, pub. by Crosset & Dunlap.

Moroney's Merger, 35 E. 3d St., Cincinnati, O.

The Catholic Metropolitan Mag., Balt., 1830, 1853 and later.

The Church in Northern Ohio, Houck.
Documentary History of N. Y., C. Morgan, Albany, 1849.

Cincinnati Mirror, 1831-36.
A Plea for the West, Wilson.
L. Beecher, Cincinnati, 1835.

Morris Book Shop, 71 E. Adams St., Chicago, Ill.
Letters to G. G.

N. F. Morrison, 314-318 W. Jersey St., Elizabeth, N. J.

History of Stamford, Conn., by Huntington.
Allen, Jas. Lane, Aftermath, 1st ed.

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American Naturalist, vols. 40-44, complete.

John J. Newbegin, San Francisco, Cal.

National ed. of Dickens.
Kelmscott Press pubs.
Books on California.
Edinburgh Stevenson.
Comstock Lode, by J. A. Church, N. Y., 1879.
Comstock Lode, by Baron Von Rechtovern, San Francisco, 1865.
Dwinelles' Colonial History of San Francisco.
Dodd, Mead's New International Encyclopedia.
Tom Sawyer Abroad.
Tom Sawyer, Detective, 1896.
Diary of a '49 er, B. C. L. Canfield.
Songs from Bohemia, Dan O'Connell.

Miss Newell, 1832 Mass. Ave., Cambridge, Mass.
Green, Trilobites.
Canada Geol. Survey, 1863, text.
Canada Geol. Survey, 1863, atlas.
Raymond Genealogy or Family History.

W. W. Nisbet, 12 S. Broadway, St. Louis, Mo.
Smith, Complete Housewife, 1758.
Loomis, Logarithmic Tables.
Dickens, Dictionary of the Thames.

W. W. Osborne, Santa Barbara, Cal.
Popular Magazine for March 15, 1913, if this number contains the story North of 53.

E. H. Otting, Warren, O.

Cement and Concrete, books on.
Knight's Physiological and Horte's Papers, 1840.
Palfrey's New England, vols. 3-5.
Scott's Bible, vol. 6, shp., Boston, 1827.
Ingersoll's works, vol. 2, buckram.
Henry's Commentary, Pictorial ed., W. L. & T., vol. 3.
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Sale, Colonial Manors of Virginia.

Isaac Pitman & Sons, 2 W. 45th St., New York.
Pitman's Shorthand Weekly, vols. 1, 2.
Isaac Pitman Shorthand Instructor, 1892.
Pitman's American Journal, vol. 1.
Tom Brown's School Days in Isaac Pitman's Shorthand.

Chas. H. Platz, 236 Delaware Ave., Albany, N. Y.
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 Austin's Genealogical Dictionary of Rhode Island,
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